

FIG. 1

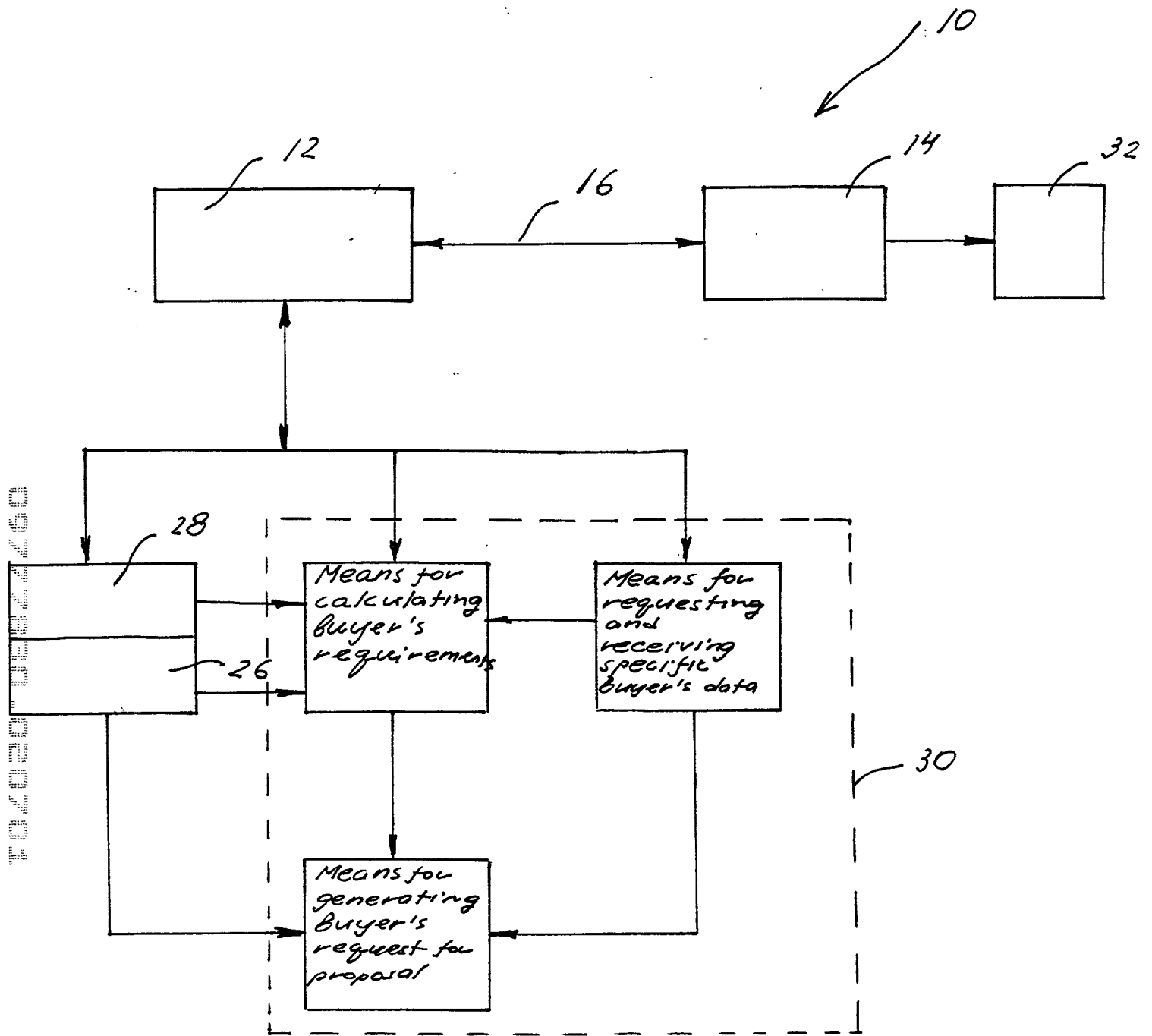


FIG. 2

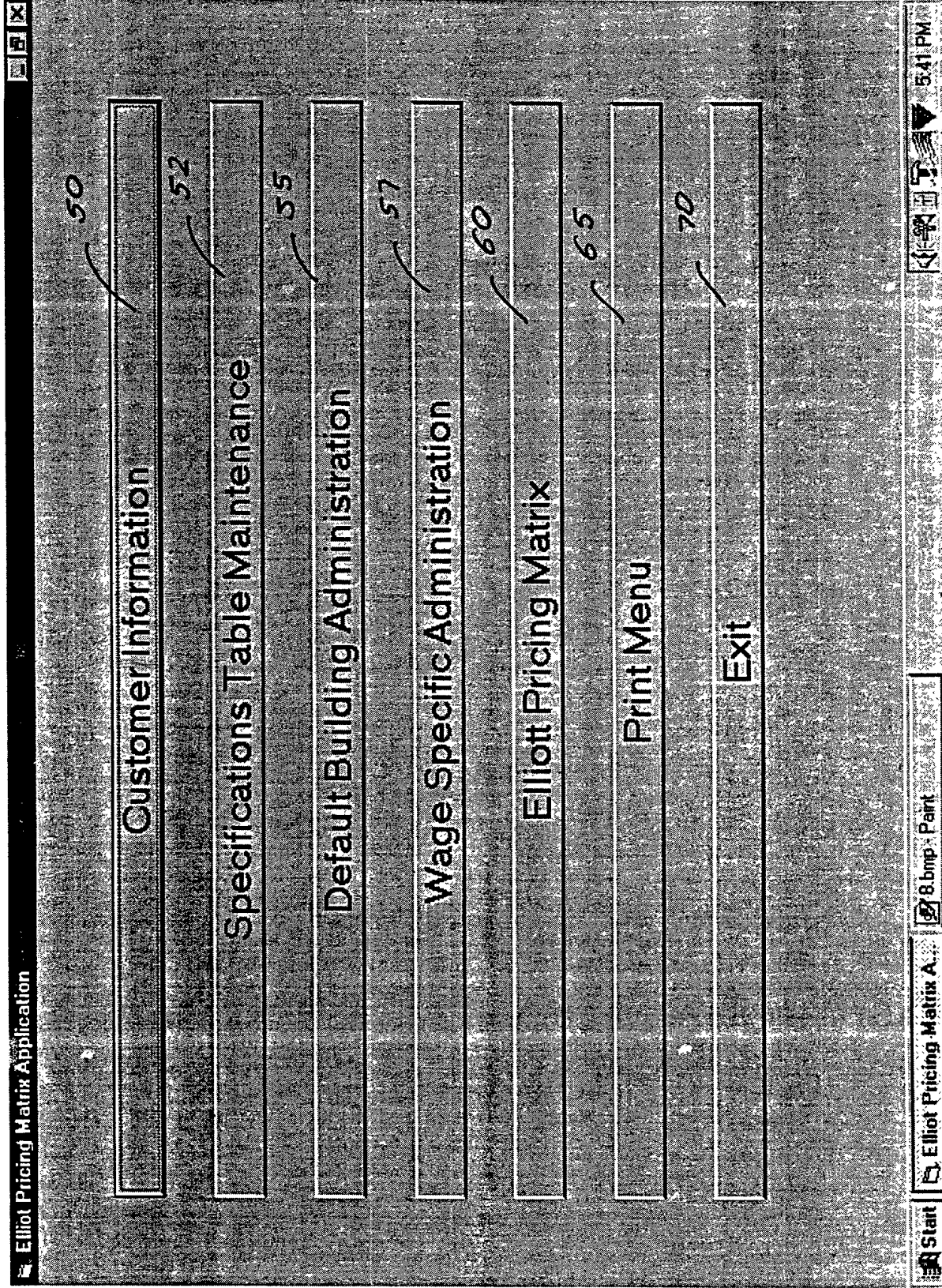


FIG. 3

FIG. 3

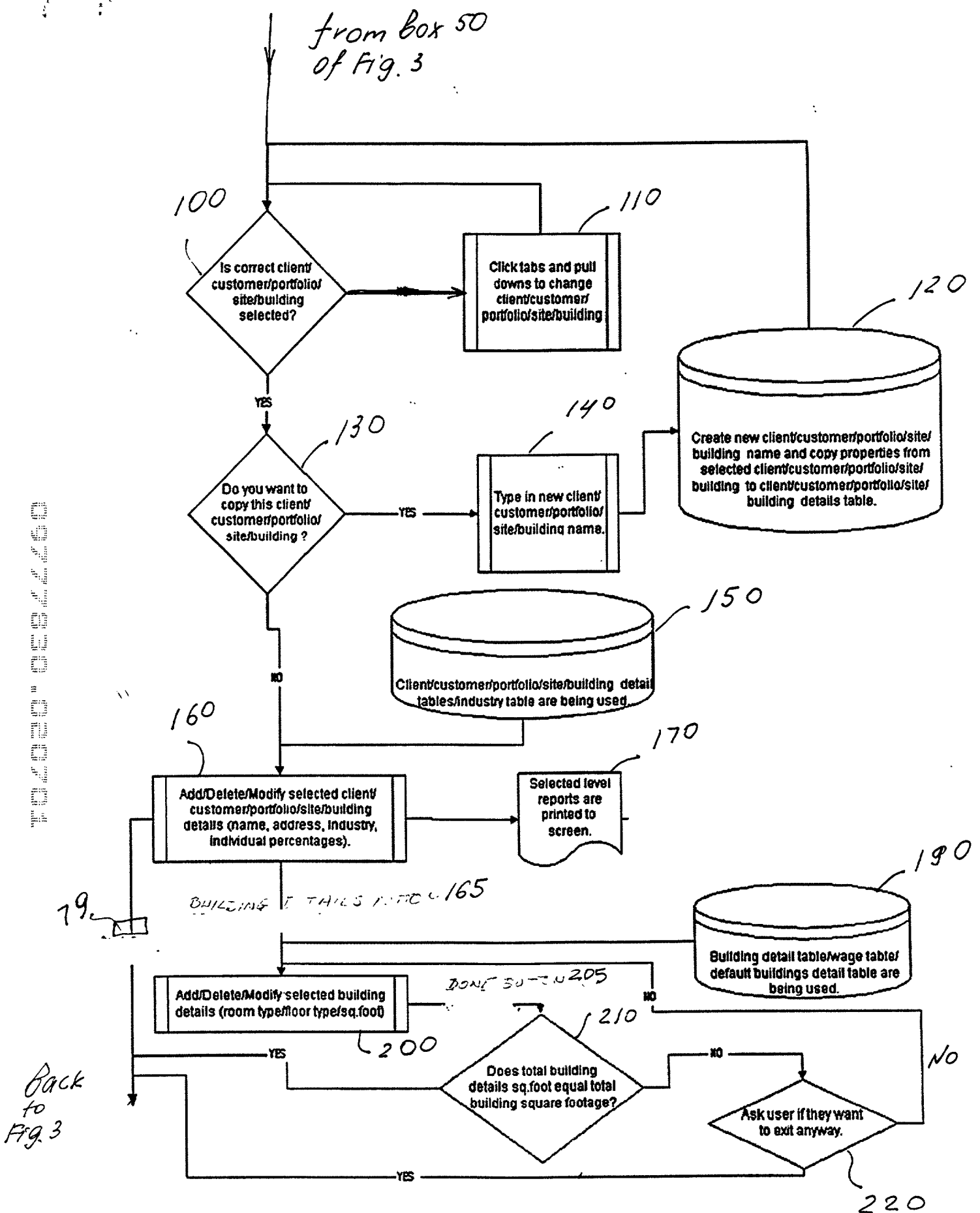


FIG. 4

Customer Info

Client

Customer

Portfolio

Site

Building

Select or Add a client

Add

Edit

Delete

Copy

Name

Address Line 1

Address Line 2

City

State

Zipcode

Industry

Office

Taxes, Ins.

H/W Vac.

Stock

Over-ides

Uniforms

Equipment

Supplies

Paper & Consumable Supplies

Overhead Expenses

Profit Markup Over Costs

%

%

%

%

%

%

%

%

%

☐

☐

☐

☐

☐

☐

☐

☐

☐

Repair

Done

Start

1.bmp : Paint

Customer Info

5:42 PM

FIG. 5A

71 72 73 74 75

Customer Info

Client

Customer

Portfolio

Site

Building

Name

Client Name 1

Address Line 1

1 vince street

Address Line 2

suite cl1

City

Baltimore

State

MD

Zipcode

21000

Add

Edit

Delete

Copy

Industry

Office

Hospital

Nuclear

Office

Manufacturing

Retail

Educational

Taxes, Int., H/W Vac., Sick

3.3%

77

Uniforms

2.2%

77

Equipment

3.4%

77

Supplies

1%

77

Paper & Consumable Supplies

3%

78

Overhead Expenses

3%

77

ProR Markup Over Costs

3%

77

Report

Done

Start

2 bmp

Paint

Customer Info

5:42 PM

FIG. 5B

71 72 73 74 75

Customer Info

Client Customer Portfolio Site Building

Name Building Name 1 Edit Delete

Address Line 1 5 building street

Address Line 2 suite bu5

City Baltimore State MD Zipcode 22535

Industry Office

Taxes Ins. 3% H/W, Vac. 2.2% Equipment 3.4% Supplies 1% Paper & Consumable Supplies 10% Overhead Expenses 3% Profit Markup Over Costs 3%

Overrides ☒ 78

Site Info

Site Name 1

4 site street

state 3/4

Baltimore MD 4444

Done 79

Report

Building Details 165

Start 6.bmp Print Customer Info 5:49 PM

FIG. 5C

Building Creation/Edit

Select a Building Type: High Rise

Building Name: Building Name 1

Total Building Space: 3000

Wage Rate: \$ 8

Supply Expense: \$ 1000

Gross Square Footage

Net Square Footage

Add Room Type

Add Floor Covering

Customer Building Characteristics

Room Type	Floor Covering	Square Footage
Class Room	Carpet	1000
Conference Room	Carpet	500
Copy Room	Carpet	500
Corridor/Offices	Concrete	1000

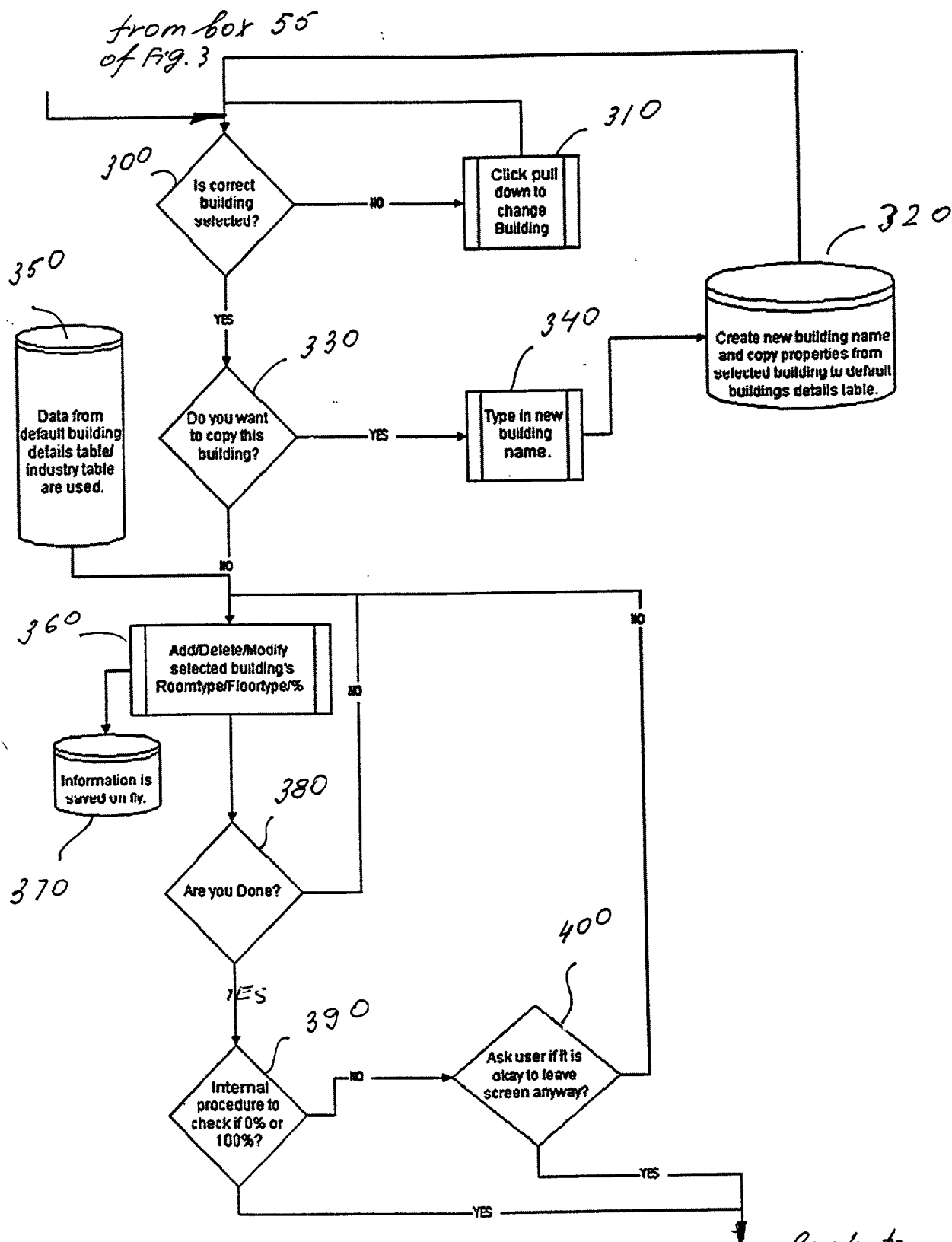
Difference of Total Building Space Customer Building Characteristics: 0

Add Defaults

Done

Current Total of all Customer Building Characteristics: 3000

FIG. 6



*Back to  
Fig. 3*

FIG. 7

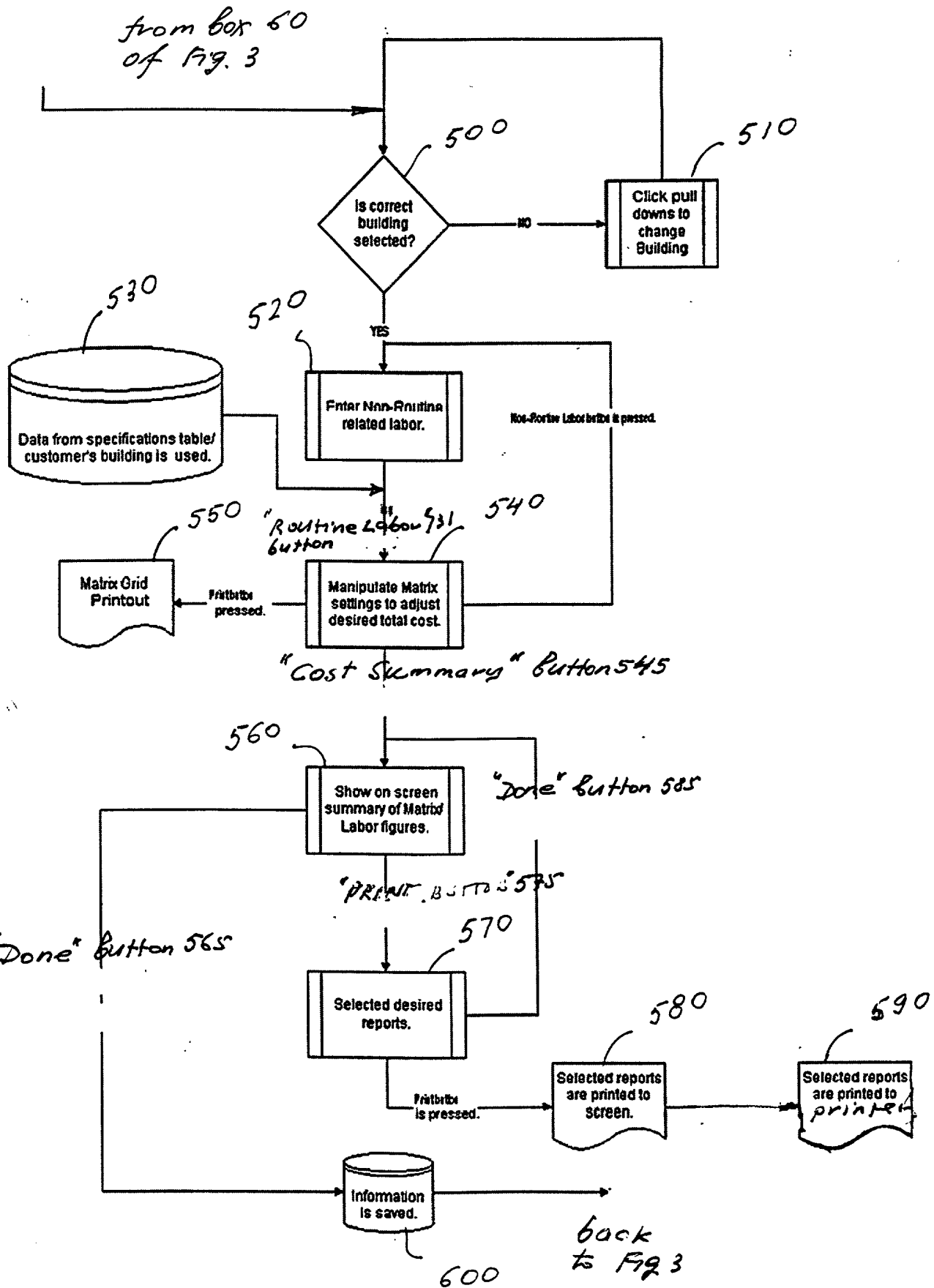


FIG. 8

7220" 00000000

723

722

720

Specifications Table

List By

Room Type

Floor Type

716

Room Type Table

Floor Type Table

718

Copy Room Type

Done

Quality Type Table

Specifications Table						
Version Code	Room Type	Floor Type	Performance	Production Rate	Annual Hours	Specifications
B	Class Room	Carpet	88	685	1530	Version B for Room
C	Class Room	Carpet	84	716	1491	Version C for Room
D	Class Room	Carpet	79	752	5.57	Version D for Room
E	Class Room	Carpet	73	792	5.29	Version E for Room
F	Class Room	Carpet	68	836	5.01	Version F for Room
G	Class Room	Carpet	65	885	4.73	Version G for Room
H	Class Room	Carpet	61	938	4.47	Version H for Room
I	Class Room	Carpet	57	1004	4.17	Version I for Room
J	Class Room	Carpet	51	1071	3.91	Version J for Room
K	Class Room	Carpet	47	1154	3.63	Version K for Room
L	Class Room	Carpet	42	1256	3.34	Version L for Room
M	Class Room	Carpet	35	1364	3.07	Version M for Room
N	Class Room	Carpet	29	1500	2.8	Version N for Room
O	Class Room	Carpet	23	1667	2.52	Version O for Room
P	Class Room	Carpet	19	1875	2.24	Version P for Room
Q	Class Room	Carpet	16	2143	1.96	Version Q for Room
R	Class Room	Carpet	13	2500	1.68	Version R for Room
S	Class Room	Carpet	0	0	0	Version S for Room
T	Class Room	Carpet	0	0	0	Version T for Room
B	Class Room	Ceramic	0	0	0	Version B for Room
C	Class Room	Ceramic	0	0	0	Version C for Room
D	Class Room	Ceramic	0	0	0	Version D for Room
E	Class Room	Ceramic	0	0	0	Version E for Room
F	Class Room	Ceramic	0	0	0	Version F for Room
G	Class Room	Ceramic	0	0	0	Version G for Room

Quality

High Image

Typical

Reasonable

Minimal

Start

7 bmp Paint

Elit Pricing Matrix Applica...

Specifications Table

5:44 PM

740

715

FIG. 9

Elliot Pricing Matrix Application

Start 11.bmp : Paint

Elliot Pricing Matrix Applica...

5:45 PM

on

ntenance

stration

stration

IX

Sp

Default Room Types

Room Type Table
Room Type
Conference Room
Copy Room
Corridor/Offices
Corridor/Public
Cubical/Offices
Elevator
Exec. Offices
File Room
Gen. Offices
Lobby
Rest Rooms
Vending Room
Mechanical Rm
Stairwell
Exterior Ent.
Class Room
Housekeeping Closet
Light Industrial
Locker Room
Tunnel
Kitchenette

Done

return to Fig. 9

FIG. 10

7/19/99 3:03:03 PM

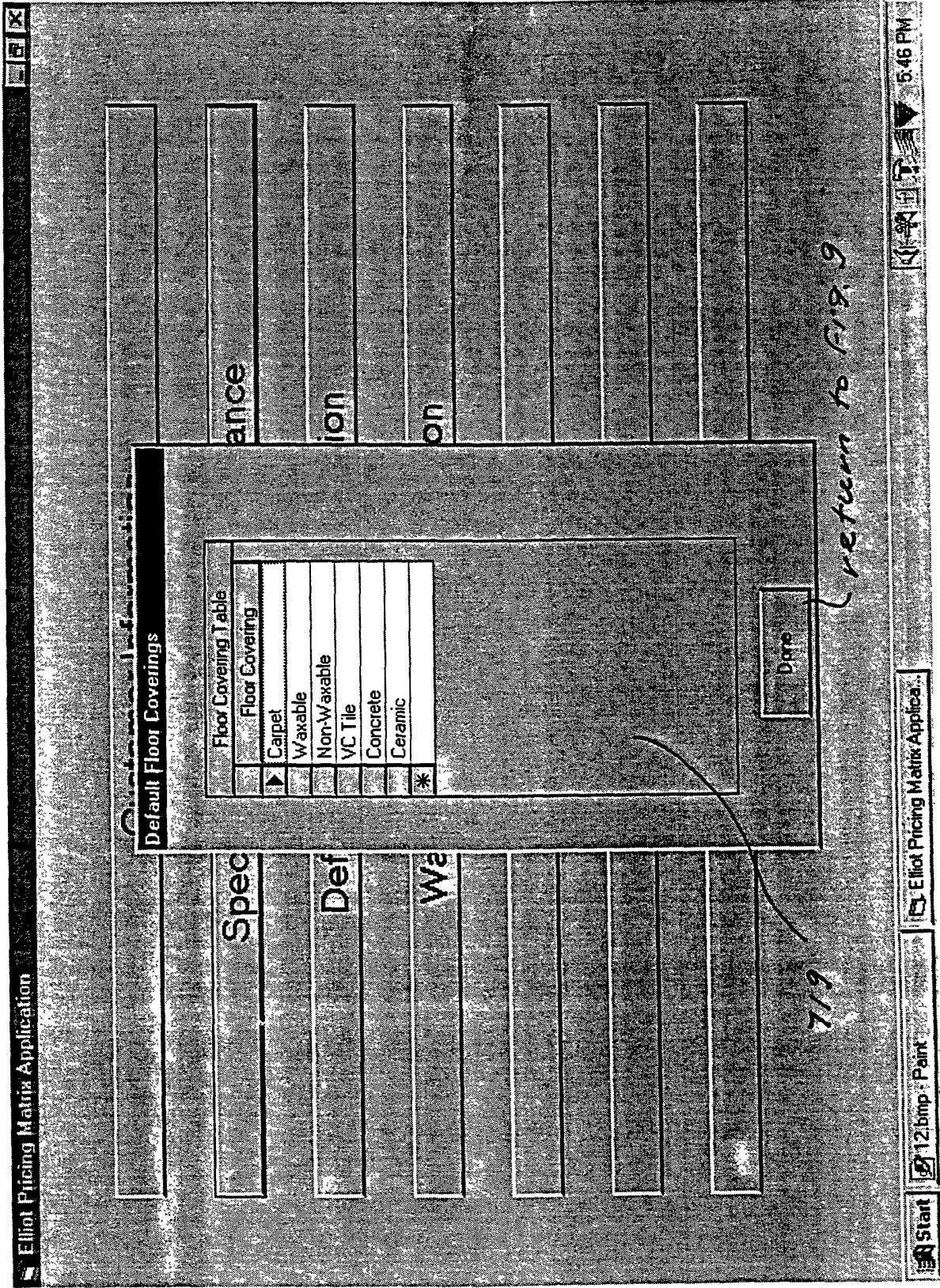


FIG. 11

FIG. 12





FIG. 15

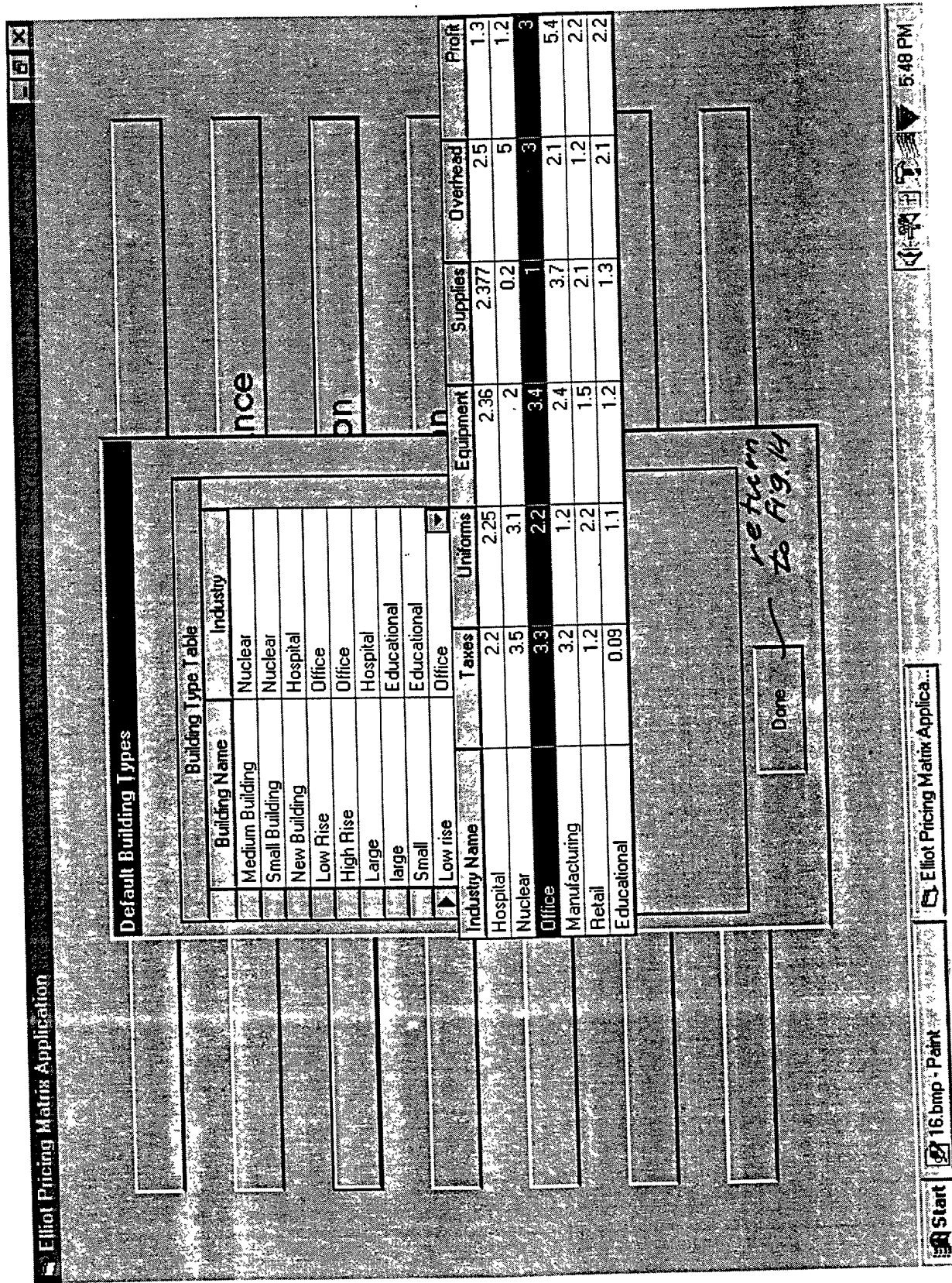


FIG. 15

Default Industry Types

Industry Type	Taxes, Ins. H/W, Vac. Sick %	Uniforms %	Equipment %	Supplies %	Paper & Consumable Supplies %	Overhead Expenses %	Profit Markup Over Costs %
Hospital	2.2	2.25	2.36	2.377	0	2.5	1.3
Nuclear	3.5	3.1	2	0.2	0	5	1.2
Office	3.3	2.2	3.4	1	10	3	3
Manufacturing	3.2	1.2	2.4	3.7	0	2.1	5.4
Retail	1.2	2.2	1.5	2.1	0	1.2	2.2
Educational	0.09	1.1	1.2	1.3	0	2.1	2.2
*							

Done

return  
to Fig. 14

FIG. 16



704030"0634'450

Elliot Pricing Matrix - Routine and Non-Routine Selection

Client Name	Client Name 1
Customer Name	Customer Name 1
Portfolio Name	Portfolio Name 1
Site Name	Site Name 1
Building Name	Building Name 1

Select Building

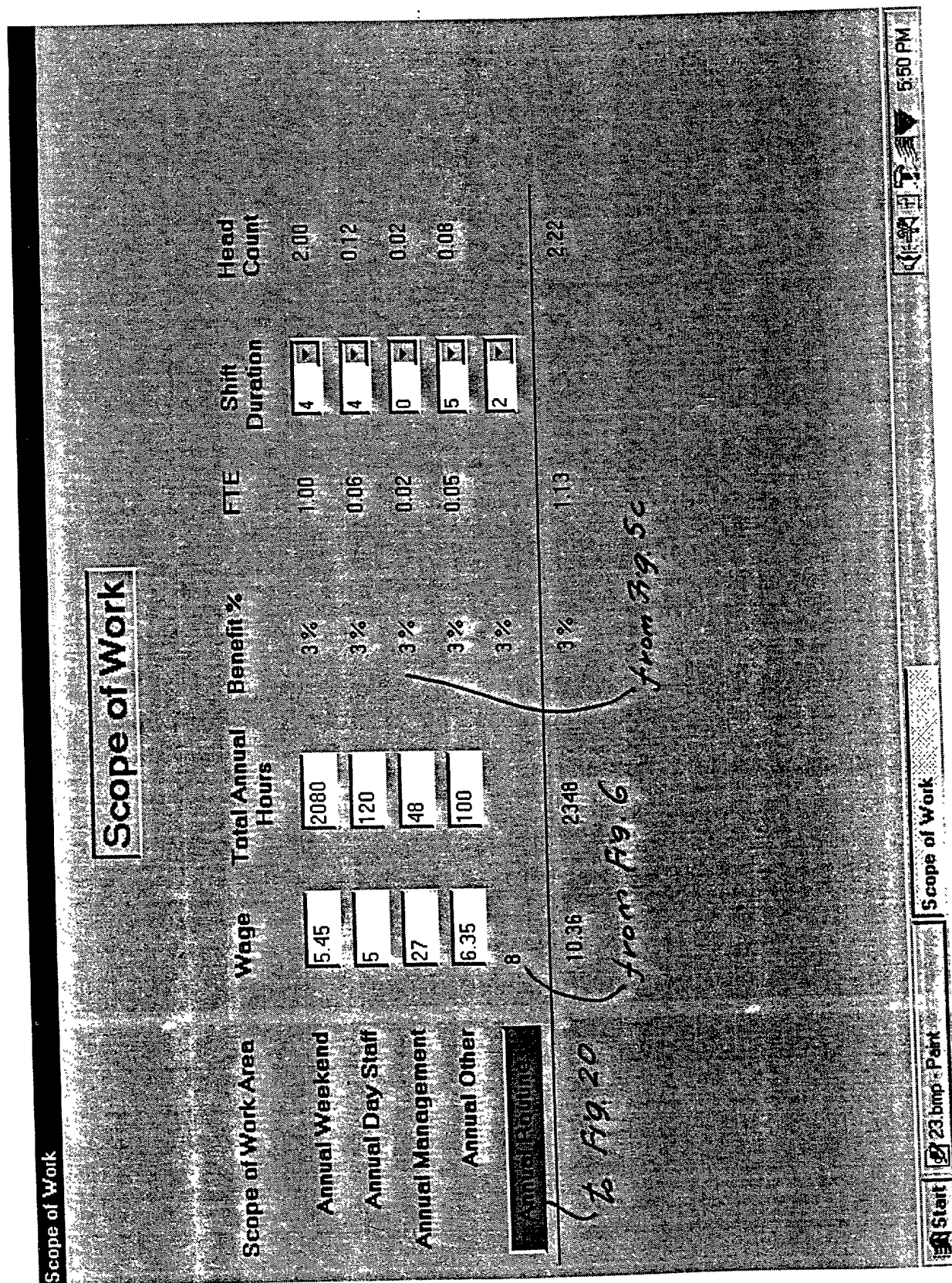
Cancel Changes

return to fig. 3

730

Start 22 bmp Paint 5:50 PM

FIG. 18



# Elliot Pricing Matrix - Routine Cleaning

Client Name

Customer Name

Portfolio Name

Site Name

Building Name

Select Quality

Cost Summary

Print Reports

Print Matrix

Room / Floor Type	Sq. Ft.	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
Class Room / Carpet	1000	92	88	84	79	73	68	65	61	57	51	47	42	35	29	23	19	16	13	0	0
Conference Room / Carpet	500	98	93	88	82	78	72	67	61	55	50	45	41	38	33	27	22	16	12	9	3
Copy Room / Carpet	500	88	83	78	73	69	64	59	54	49	43	38	35	30	27	23	18	14	11	9	7
Corridor / Offices / Concrete	1000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

733

Scope of Work

Avg. Quality

\$11.11

Avg. Cost / Sq. Foot

\$33,318.02

Total Routine Cost

Supply Expense

786.7

Avg. Staff Productivity

3,000

Total Square Footage

45.0 %

\$1,000.00

Done

5:51 PM

Start 24.bmp - Part

Elliot Pricing Matrix - Ro...

FIG. 20

TABLE 002455

from Fig. 20

from Fig. 19

# Cost Summary

	Building %	% of Bid	Cost	Wage	Ann. Hours	FTE	Shift	Dur.	Head Ct
Routine Labor	3%	38.31%	\$12,763.51	8	1548.97	74		2	2.96
Weekend Labor	3%	35.04%	\$11,676.08	5.45	2080	1.00		4	2.00
Day Staff Labor	3%	1.85%	\$618.00	5	120	0.06		4	0.12
Management Labor	3%	4.01%	\$1,334.88	27	48	0.02		0	0.02
Other Labor	3%	1.96%	\$654.05	6.35	100	0.05		5	0.08
Uniform	2.2%	1.73%	\$577.69	10.36	3896.97	1.87			5.18
Equipment	3.4%	2.68%	\$892.80						
Supplies	1%	0.79%	\$262.58						
Paper & Consumables	10%	7.88%	\$2,625.88						
Over Head	3%	2.83%	\$942.16						
Profit	3%	2.91%	\$970.43						
<b>Annual Bid Total:</b>			<b>\$33,318.02</b>						

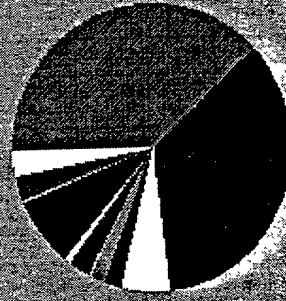
\$/Square Foot: \$11.71

\$/Hour: \$8.55

Done

returns to  
Fig. 20

585



<input checked="" type="checkbox"/> Routine Labor	<input checked="" type="checkbox"/> Weekend Labor	<input checked="" type="checkbox"/> Day Staff Labor	<input checked="" type="checkbox"/> Management Labor
<input checked="" type="checkbox"/> Other Labor	<input checked="" type="checkbox"/> Uniform	<input checked="" type="checkbox"/> Equipment	<input checked="" type="checkbox"/> Supplies
<input checked="" type="checkbox"/> Paper & Consumables	<input checked="" type="checkbox"/> Over Head	<input checked="" type="checkbox"/> Profit	

Start Cost Summary

9:37 PM

FIG. 21

**Print Menu**

<b>Client Name</b> Client Name 1 This Level Only <input type="checkbox"/> Building Summary <input type="checkbox"/> Cost Summary <input type="checkbox"/> Specifications	<b>Customer Name</b> Customer Name 1 This Level Only <input type="checkbox"/> Building Summary <input type="checkbox"/> Cost Summary <input type="checkbox"/> Specifications	<b>Portfolio Name</b> Portfolio Name 1 This Level Only <input type="checkbox"/> Building Summary <input type="checkbox"/> Cost Summary <input type="checkbox"/> Specifications	<b>Site Name</b> Site Name 1 This Level Only <input type="checkbox"/> Building Summary <input type="checkbox"/> Cost Summary <input type="checkbox"/> Specifications	<b>Building Name</b> Building Name 1 This Level Only <input type="checkbox"/> Building Summary <input type="checkbox"/> Cost Summary <input type="checkbox"/> Specifications
---	---	---	---	---

**Include All Child Levels Below**  
☐ Building Summary  
☐ Cost Summary  
☐ Specifications

**Include All Child Levels Below**  
☐ Building Summary  
☐ Cost Summary  
☐ Specifications

**Include All Child Levels Below**  
☐ Building Summary  
☐ Cost Summary  
☐ Specifications

**Include All Child Levels Below**  
☐ Building Summary  
☐ Cost Summary  
☐ Specifications

To Screen To Printer Print

736 *return to 739.3*

Start 21.bmp - Paint 5:50 PM

FIG. 22

# Client Report

<b>Client Information</b>  Client Name: Client Name 1 Address Line 1: 1 vince street Address Line 2: suite cl1 State: MD Zip Code: 21000	
<b>Client Cost Information</b>  Total Supply Expense: \$ 1,000.00 Total Labor Cost: \$ 15,723.07	<b>Client Industry Information</b>  Industry Type: Office Taxes, Ins, H/W, Vac., Sick %: 3.30000000 Uniforms %: 2.20000000 Equipment %: 3.40000000 Supplies %: 1.00000000 Paper & Consumables %: 3.00000000 Overhead Expenses %: 3.00000000 Profit Markup Over Costs %: 3.00000000
<b>Client Summary Information</b>  Total Number of Customers: 3 Total Number of Portfolios: 2 Total Number of Sites: 3 Total Number of Buildings: 3 Total Square Feet: 3,000 Average Cost/Square Foot: \$ 3.98 Average Productivity Rating: 1,008.75000000 Average Quality Rating: 45.50000000	<b>Client Wage Information</b>  Average Wage Rate: \$ 8.00

Client Details Customer Name	Total # of Portfolios	Total Sq. Ft.	Average Cost/Sq. Ft.	Average Productivity	Average Quality
Customer Name 1	1	3,000	\$3.98	1008.75	45.50
New Custom,er	1	0	\$0.00	0.00	0.00
Vince is customer	0	0	\$0.00	0.00	0.00

FIG. 23

# Customer Report

<b>Customer Information</b>  Cust. Name: Customer Name 1 Address Line 1: Customer add 1 Address Line 2: State: Zip Code:	<b>Parent Relationship</b>  Client Name: Client Name 1
<b>Customer Cost Information</b>  Total Supply Expense: \$ 1,000.00 Total Labor Cost: \$ 15,723.07	<b>Customer Industry Information</b>  Industry Type: Office Taxes, Ins, H/W, Vac., Sick %: 3.30000000 Uniforms %: 2.20000000 Equipment %: 3.40000000 Supplies %: 1.00000000 Paper & Consumables %: 3.00000000 Overhead Expenses %: 3.00000000 Profit Markup Over Costs %: 3.00000000
<b>Customer Summary Information</b>  Total Number of Portfolios: 1 Total Number of Sites: 2 Total Number of Buildings: 2 Total Square Feet: 3,000 Average Cost/Square Foot: \$ 3.98 Average Productivity Rating: 1,008.75000000 Average Quality Rating: 45.50000000	<b>Customer Wage Information</b>  Average Wage Rate: \$ 8.00

Customer Details Portfolio Name	Total # of Sites	Total Sq. Ft.	Average Cost/Sq. Ft.	Average Productivity	Average Quality
Portfolio Name 1	2	3,000	\$3.98	1008.75	45.50

FIG. 24

## Portfolio Report

<b>Portfolio Information</b>  Port. Name: Portfolio Name 1 Address Line 1: Address Line 2: State: Zip Code:	<b>Parent Relationship</b>  Client Name: Client Name 1 Customer Name: Customer Name 1
<b>Portfolio Cost Information</b>  Total Supply Expense: \$ 1,000.00 Total Labor Cost: \$ 15,723.07	<b>Portfolio Industry Information</b>  Industry Type: Office Taxes, Ins, H/W, Vac., Sick %: 3.30000000 Uniforms %: 2.20000000 Equipment %: 3.40000000 Supplies %: 1.00000000 Paper & Consumables %: 3.00000000 Overhead Expenses %: 3.00000000 Profit Markup Over Costs %: 3.00000000
<b>Portfolio Summary Information</b>  Total Number of Sites: 2 Total Number of Buildings: 2 Total Square Feet: 3,000 Average Cost/Square Foot: \$ 3.98 Average Productivity Rating: 1,008.75000000 Average Quality Rating: 45.50000000	<b>Portfolio Wage Information</b>  Average Wage Rate: \$ 8.00

Portfolio Details Site Name	Total # of Buildings	Total Sq. Ft.	Average Cost/Sq. Ft.	Average Productivity	Average Quality
how does it's know	0	0	\$0.00	0.00	0.00
Site Name 1	2	3,000	\$3.98	1008.75	45.50

FIG. 25

## Site Report

<b>Site Information</b>  Site Name: Site Name 1 Address Line 1: 4 site street Address Line 2: suite st4 State: MD Zip Code: 44444	<b>Parent Relationship</b>  Client Name: Client Name 1 Customer Name: Customer Name 1 Portfolio Name: Portfolio Name 1
<b>Site Cost Information</b>  Total Supply Expense: \$ 1,000.00 Total Labor Cost: \$ 15,723.07	<b>Site Industry Information</b>  Industry Type: Office Taxes, Ins, H/W, Vac., Sick %: 3.30000000 Uniforms %: 2.20000000 Equipment %: 3.40000000 Supplies %: 1.00000000 Paper & Consumables %: 3.00000000 Overhead Expenses %: 3.00000000 Profit Markup Over Costs %: 3.00000000
<b>Site Summary Information</b>  Total Number of Buildings: 2 Total Square Feet: 3,000 Average Cost/Square Foot: \$ 3.98 Average Productivity Rating: 1,008.75000000 Average Quality Rating: 45.50000000	<b>Site Wage Information</b>  Average Wage Rate: \$ 8.00

Site Details Building Name	Total # of Room/Floor Types	Total Sq. Ft.	Average Cost/Sq. Ft.	Average Productivity	Average Quality
Building Name 1	4	3,000	\$3.98	1008.75	45.50
Wiegthed	0	0	\$0.00	0.00	0.00

FIG. 26

# Building Specifications Report

Building Room/Floor Types Details					
Room Type	Floor Type	Sq. Ft.	Cost/Sq. Ft.	Productivity	Quality
Conference Room	Carpet	500	\$0.03	1433	56
<b>Cleaning Specification</b>					
Version I for Room Type=Conference Room and Floor Type=Carpet					
Activity Facility					
Spot clean all walls, light switches & doors. 153					
Using approved spotter, spot clean carpeted area. 153					
Clean chalk boards with eraser & clean out chalk tray. 153					
Dust ledges, picture frames, & moldings. 153					
Damp clean & sanitize table tops. 182					
Empty the trash into the trash cart. Replace the liners if they are torn or soiled. Sanitize telephones including ear & mouth pieces. 153					204
Detail vacuum carpeted floors, corners & edges. 153					
Provide supervision to ensure compliance with specifications & ongoing training. Dust low areas & high areas which are normal reach. 102					204
Vacuum all carpeted traffic lane areas. 51					
Spot clean backs & seats of chairs. 19					
Wash pedestal & legs of all tables. 26					
Surface clean carpets using a spin clean pad. 9					
Hot water extract carpeting, using high pressure extraction equipment. 2					
Copy Room	Carpet	500	\$0.36	1917	38

FIG. 27A

# Building Room/Floor Types Details

Room Type	Floor Type	Sq. Ft.	Cost/Sq. Ft.	Productivity	Quality
-----------	------------	---------	--------------	--------------	---------

Version K for Room Type=Copy Room and Floor Type=Carpet

Activity

Facility

Empty the trash into the trash cart. Replace the liners if they are torn or soiled.

153

Detail vacuum carpeted floors, corners & edges.

153

Provide supervision to ensure compliance with specifications & ongoing training.

153

Spot clean all wall, light switches & doors.

153

Sanitize telephones including ear & mouth pieces.

153

Dust & spot clean all furniture, fixtures, equipment & accessories.

153

Clean exterior of cabinets & counter tops.

153

Using approved spotter, spot clean carpeted area.

153

Damp wipe waste containers as needed. Replace liner as needed and put the container back.

102

Dust low areas & high areas which are within normal reach.

102

Dust or vacuum venetian blinds.

19

Surface clean carpets using a spin clean pad

7

Hot water extract carpeting, using high pressure extraction equipment.

1

Vacuum all carpeted traffic lane areas.

51

Corridor/Offices

Concrete

1,000

\$0.00

0

0

## Cleaning Specification

Version A for Room Type=Corridor/Offices and Floor Type=Concrete

Class Room

Carpet

1,000

\$15.53

685

88

## Cleaning Specification

FIG. 27B

# Building Room/Floor Types Details

Room Type                      Floor Type                      Sq. Ft.                      Cost/Sq. Ft.                      Productivity                      Quality

Version B for Room Type=Class Room and Floor Type=Carpet

Activity  
Facility

Spot clean all walls, light switches & doors.

255

Using approved spotter, spot clean carpeted area.

255

Clean chalk boards with eraser & clean out chalk tray.

255

Damp clean & sanitize table tops.

255

Empty the trash into the trash cart. Replace the liners if they are torn or soiled.

255

Sanitize telephones including ear & mouth pieces.

255

Detail vacuum carpeted floors, corners & edges.

255

Provide supervision to ensure compliance with specifications & ongoing training.

255

Spot clean backs & seat of chairs.

204

Damp wipe waste containers as needed. Replace liner as needed & put the container back.

164

Dust low areas & high areas which are within normal reach.

153

Dust or vacuum venetian blinds.

51

Surface clean carpets using a spin clean pad.

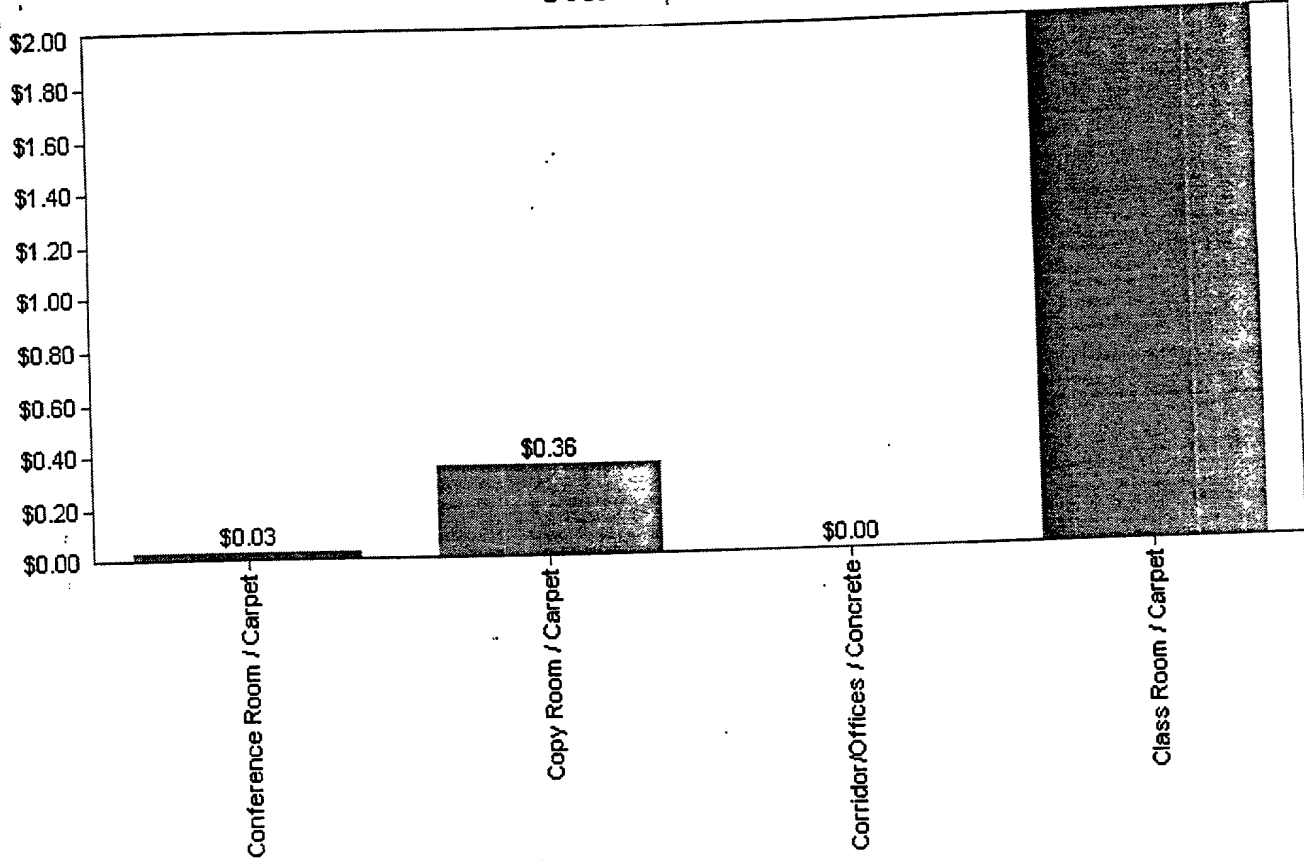
9

Hot water extract carpeting, using high pressure extraction equipment.

3

FIG. 27C

Cost / Square Foot



Productivity

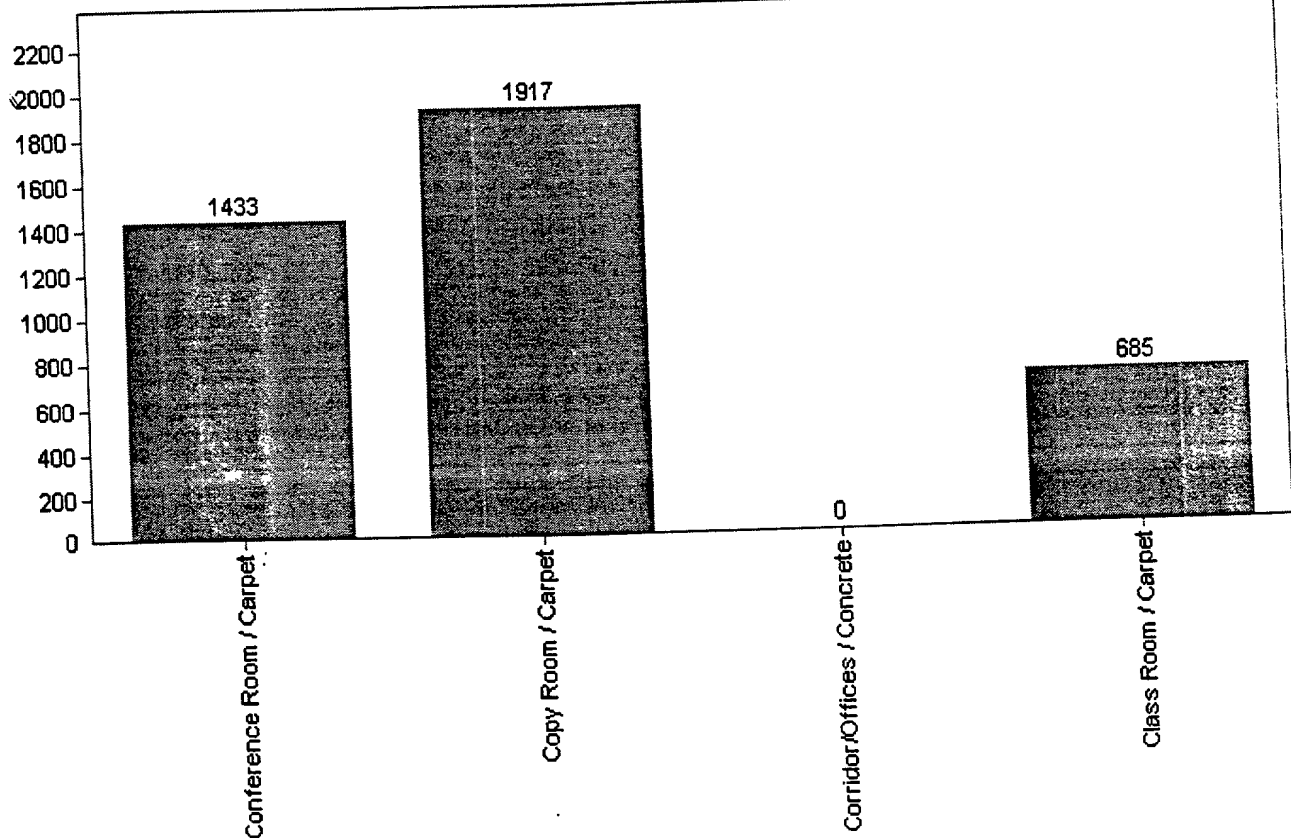


FIG. 28A

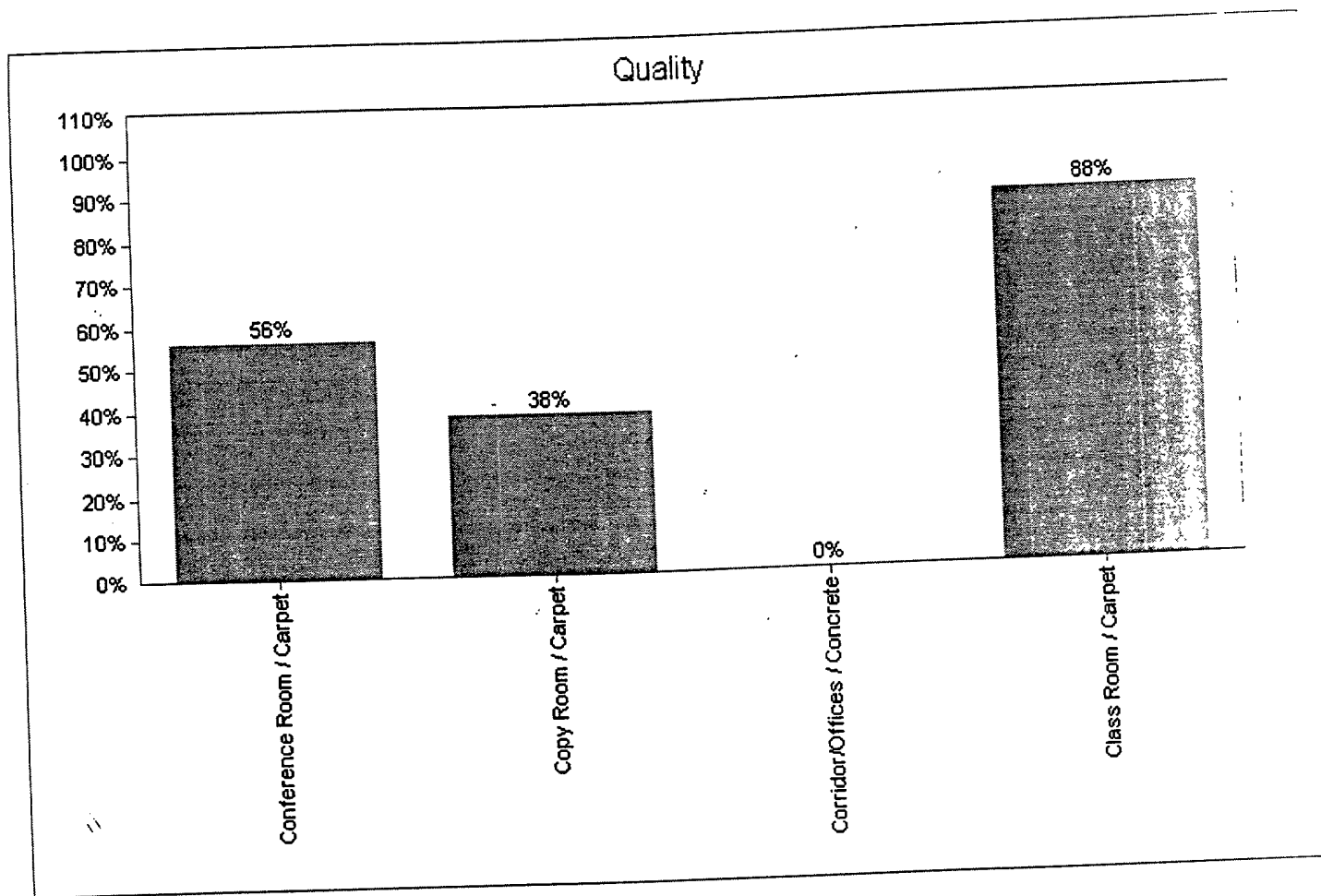


FIG. 28B

# Building Report

<b>Building Information</b> Build. Name: Building Name 1 Address Line 1: 5 building street Address Line 2: suite bu5 State: MD Zip Code: 22535	<b>Parent Relationship</b> Client Name: Client Name 1 Customer Name: Customer Name 1 Portfolio Name: Portfolio Name 1 Site Name: Site Name 1
<b>Building Cost Information</b> Total Supply Expense: \$ 1,000.00 Total Labor Cost: \$ 15,723.07	<b>Building Industry Information</b> Industry Type: Office Taxes, Ins, H/W, Vac., Sick %: 3.00 Uniforms %: 2.20 Equipment %: 3.40 Supplies %: 1.00 Paper & Consumables %: 10.00 Overhead Expenses %: 3.00 Profit Markup Over Costs %: 3.00
<b>Building Summary Information</b>  Total Square Feet: 3,000 Average Cost/Square Foot: \$ 3.98 Average Productivity Rating: 1,008.75 Average Quality Rating: 45.50	<b>Building Wage Information</b> Wage Rate: \$ 8.00

## Building Room/Floor Types Details

Room Type	Floor Type	Sq. Ft.	Cost/Sq. Ft.	Productivity	Quality
Conference Room	Carpet	500	\$0.03	1433	56
Copy Room	Carpet	500	\$0.36	1917	38
Corridor/Offices	Concrete	1,000	\$0.00	0	0
Class Room	Carpet	1,000	\$15.53	685	88

FIG. 29

Client Name: Client Name 1  
 Customer Name: Customer Name 1  
 Portfolio Name: Portfolio Name 1  
 Site Name: Site Name 1  
 Building Name: Building Name 1

Total Routine Cost \$ 33,318.02      Avg. Routine Cost / Sq. Foot \$ 11.11      Avg. Quality 45.0 %

Total Square Footage 3,000      Avg. Staff Productivity 786.7      Supply Expense \$ 1,000.00

Room / Floor Type	Sq. Ft.	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
Class Room / Carpet	1000	92		84	79	73	68	65	61	57	51	47	42	35	29	23	19	16	13	0	0
Conference Room / Carpet	500	98	93	88	82	78	72	67	61		50	45	41	38	33	27	22	16	12	9	3
Copy Room / Carpet	500	88	83	78	73	69	64	59	54	49	43		35	30	27	23	18	14	11	9	7
Corridor/Offices / Concrete	1000			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

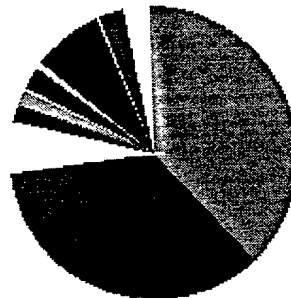
FIG. 30

# Cost Summary Report

	Wage	Total Annual Hours	Benefit %	Full Time Equivalency	Shift Duration	Head Count
Annual Routine	8	1548.97	3 %	.74	2	2.96
Annual Weekend	5.45	2080	3 %	1.00	4	2.00
Annual Day Staff	5	120	3 %	0.06	4	0.12
Annual Management	27	48	3 %	0.02	0	0.02
Annual Other	6.35	100	3 %	0.05	5	0.08
<b>Total Annual</b>	<b>10.36</b>	<b>3896.97</b>	<b>3 %</b>	<b>1.87</b>		<b>5.18</b>

	Building	% of Bid	Cost	
Routine Labor		38.31 %	\$ 12,763.51	
Weendend Labor		35.04 %	\$ 11,676.08	\$/Square Foot: \$ 11.11
Day Staff Labor		1.85 %	\$ 618.00	
Management Labor		4.01 %	\$ 1,334.88	\$/Hour: \$ 8.55
Other Labor		1.96 %	\$ 654.05	
Uniform	2.2 %	1.73 %	\$ 577.69	
Equipment	3.4 %	2.68 %	\$ 892.80	
Supplies	1 %	0.79 %	\$ 262.59	
Paper & Consumables	10 %	7.88 %	\$ 2,625.88	
Over Head	3 %	2.83 %	\$ 942.16	
Profit	3 %	2.91 %	\$ 970.43	

**Annual Bid Total: \$ 33,318.02**



Routine Labor	Weekend Labor	Day Staff Labor	Management Labor
Other Labor	Uniform	Equipment	Supplies
Paper & Consumables	Over Head	Profit	

FIG. 31